

Special EASTMAN 3 A FOLDING CARTRIDGE PREMO \$10.75

VILLOUGHBY 110 West 32d Street



OU can learn in 10 lessons come preficient in 25 lea-by the Dalton Method, write for booklet D. Balton Swimming School

NOTABLES WILL BE NUMBROUS AT PIGHT

Roosevelle, Ford, Ann Morgan, Vincent Asion, Percy Rockefeller in List.

Allowed very performen and business will be represented to the same of the common of the

Your Money-July Is Investment Month

Are you looking for a safe and profitable place to put some money that is coming in to you or are you considering some improvement in your investments?

If so find out all about the Guaranteed Mortgage Certificates sold by us with principal and interest guaranteed by the Bond & Mortgage Guarantee Co. with \$12,000,000

There is no investment any safer and none so safe which pays 51/2% guaranteed.

Title Guarantee & Trust Co. Surplus \$11,000,000 Capital \$6,000,000.

176 Broadway, New York. 137 West 125th St., New York. 370 E. 149th St., New York.

175 Remsen St., Brooklyn. 350 Fulton St., Jamaica. 67 Jackson Ave., L. I. City.



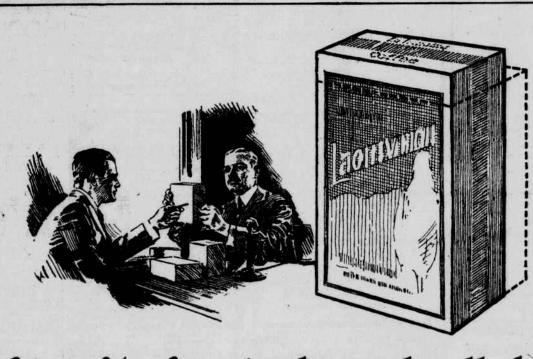
TOW do you do it?" say customers who have been paying \$150 or more for clears no whit better

than those of Louis Berg.
"You do it—with the help of hundreds of other men," we reply—and it is true that "The Four Thousand" at a moderate price pays us better than "The Four Hundred" at nearly twice the cost.

The Best—Eighty Dollars.

Louis berg

Tailor to The Four Thousand

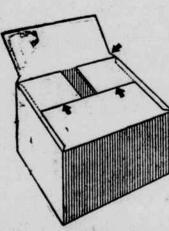


Dotted line shows outline of old package

By shifting only ¼ inch from the depth to the height of the carton—without de-creasing the cubic contents —the cost of stock was cut 16% and the cost of cutting and printing reduced 40%

Shifting ¾ of an inch made all the difference

How a change in the shape of a carton secured the packer a new margin of profit



The Geir Lock-Cerner Device—standard in all our solid fibre cases—marks a great advance in strength and rigidity. The outer flaps of an ordinary case, when sealed, tend to bend up at each end because they extend over the ridge formed by the edge. With the Gair Lock-Corner, these flaps fit snugly inside the ridge, insuring a perfectly flat contact throughout. Far greater strength and security are the result.

THEY thought that they needed only Palmolive Co., Standard Oil Company and a new supply of the same old packages. All they asked in placing the order was a guarantee of equal protection and quality at the same price.

But a study of the problem by representatives of the Robert Gair Company showed that the shape of the old carton was wrong -for two reasons. First, it necessitated a big waste of stock and an extra cutting operation. Second, it allowed the carton blanks to be run off comparatively few at a time—and so printing costs were excessive.

By shifting only 3/4 of an inch from the depth to the height of the carton—without decreasing the cubic contents—the cost of stock was cut 16% and the cost of cutting and printing reduced 40%. Incidentally, the new shape gave more advertising surface and greater strength!

This is just one illustration of the ingenuity and mechanical skill which the Robert Gair Company applies to solving every package problem.

Backed by over 50 years of experience, we have designed packages and shipping cases for all kinds of products. We serve the greatest package merchandisers of the country-National Biscuit Company, Beechnut Packing Co., Colgate & Co.,

many others.

Every essential of modern package merchandising

With five great mills located at strategie points to serve manufacturers in widely separated territories, together with the immense home plant on the Brooklyn waterfront, the Gair system is the largest of its kind in the world.

We control the whole process of manufacture, from wood-pulp to finished product. We operate our own paper mills, maintain our own art, engraving, printing, lithographing departments. Our laboratory regulates and improves our processes and tests fin-

Backed by these immense resources, we offer you not only expert packaging counsel, but a complete service on every phase of package merchandising — Folding boxes, Labels, Shipping cases, Display advertising. We also supply boxboard in any quantity. A letter or a telephone call will bring our representative at any time.

Have you received your copy of "Scientific Selection of Package Designs"? A postal will bring it to you.

ROBERT GAIR COMPANY

350 Madison Ave., New York

Folding boxes

Labels Display advertising Shipping cases

Member of Container Club





The Course of the Union Pacific is today followed by the Lincoln

Highway and Trans-Continental Aeroplanes

It is the direct route to California, the Pacific Northwest, the National Parks and other scenic wonders of the West. Its twin highways of heavy steel and solid embankment, dustless, smooth as a boulevard, and protected all the way by automatic safety signals, constitute as fine a railroad as there is in

To see the finest scenery on the continent is profitable; to see it comfortably is nothing less than a benediction.

Food of the best quality, deliciously cooked and appetizingly served in dining cars that are the pink of neatness; club and observation cars; barber and valet; current magazines; comfortable Pullmans (standard and tourist) and courteous employes.

6 daily trains to the Pacific Coast from Chicago and Omaha including the renowned Overland Limited, Los Angeles Limited and Oregon-Washington Limited.

3 daily trains to Colorado.

For information call, phone or write J. B. De Friest, General Agent, 309-310 Stewart Bldg., 280 Broadway, New York. Phone Worth 1757.



